

Subject: FW: Sonder Follow-up
From: Rena Leddy <rena@fashiondistrict.org>
Date: 03/26/2018 04:22 PM
To: 'Andrew Thomas' <andrew@thewestwoodvillage.com>

Does this seem like a group that we'd want to present at Consortium?

From: Ellen Riotto [mailto:ellen@southpark.la]
Sent: Thursday, March 22, 2018 12:58 PM
To: Rena Leddy <rena@fashiondistrict.org>
Subject: FW: Sonder Follow-up

This is the company I was telling you about that's looking to lease space in office and/or residential to build out their hotel model. Take a look and see if it's something BID Consortium might be interested in learning about.

From: Maria-Fe Razetto <mariafe.razetto@sonder.com>
Date: Tuesday, March 20, 2018 at 3:22 PM
To: Ellen Riotto <ellen@southpark.la>, Josh Kreger <josh@southpark.la>
Cc: Jason Istrin <jason.istrin@sonder.com>, Lisa Gritzner <lisa@lgstrategies.net>
Subject: Sonder Follow-up

Hi Ellen, Josh,

Thanks again for your time yesterday. It was a pleasure chatting and hearing more about where you see South Park & DTLA in general going in the next few years. We're very excited to be part of the growth and evolution into a vibrant pedestrian area.

As promised, attached please find our deck which introduces Sonder and outlines our strategy in Los Angeles. We would certainly appreciate it if you could share with and/or introduce us to developers who could be interested in partnering with us. We believe there is great opportunity in working together, where some benefits we provide are:

- Market rate + leases
- Master leasing ~50 units per building
- No vacancy
- No lease-up
- Medium to Long-term corporate tenant
- Pre-lease financing
- Reduced parking requirements versus Multi-family
- Tenant discounts at Sonder units for friends and family

In the meantime we'll also review the materials you shared with us and let you know if there are any buildings we'd like to engage with.

Lastly, would love to take you up on introducing Sonder at your next board meeting if that were possible.

Please let us know if you have any questions along the way,

Many thanks in advance,

Mafe

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Maria-Fe Razetto

General Manager |

Los Angeles

www.sonder.com



— Attachments: —

Sonder - Los Angeles 2018.pdf

11.3 MB